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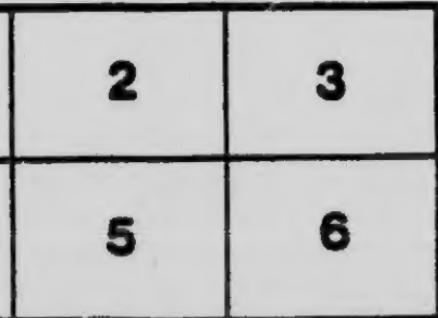
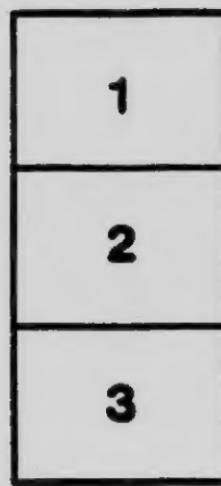
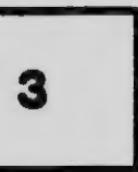
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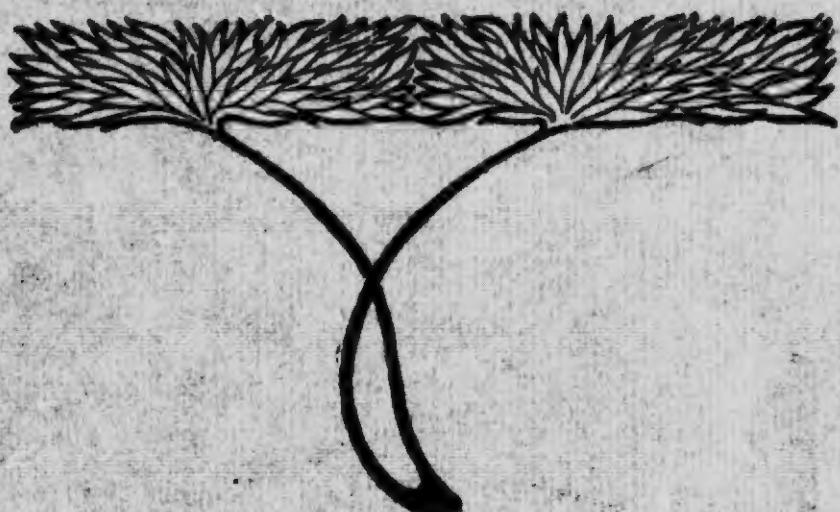
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# **BRITISH COLUMBIA AS A FIELD FOR INVESTMENT**



**BRITISH NORTH AMERICAN AGENCY, LTD.**  
**106 METROPOLITAN BUILDING**  
**VANCOUVER, B.C.**

1912

# *British North American Agency Limited*

**FINANCE : LANDS : INSURANCE  
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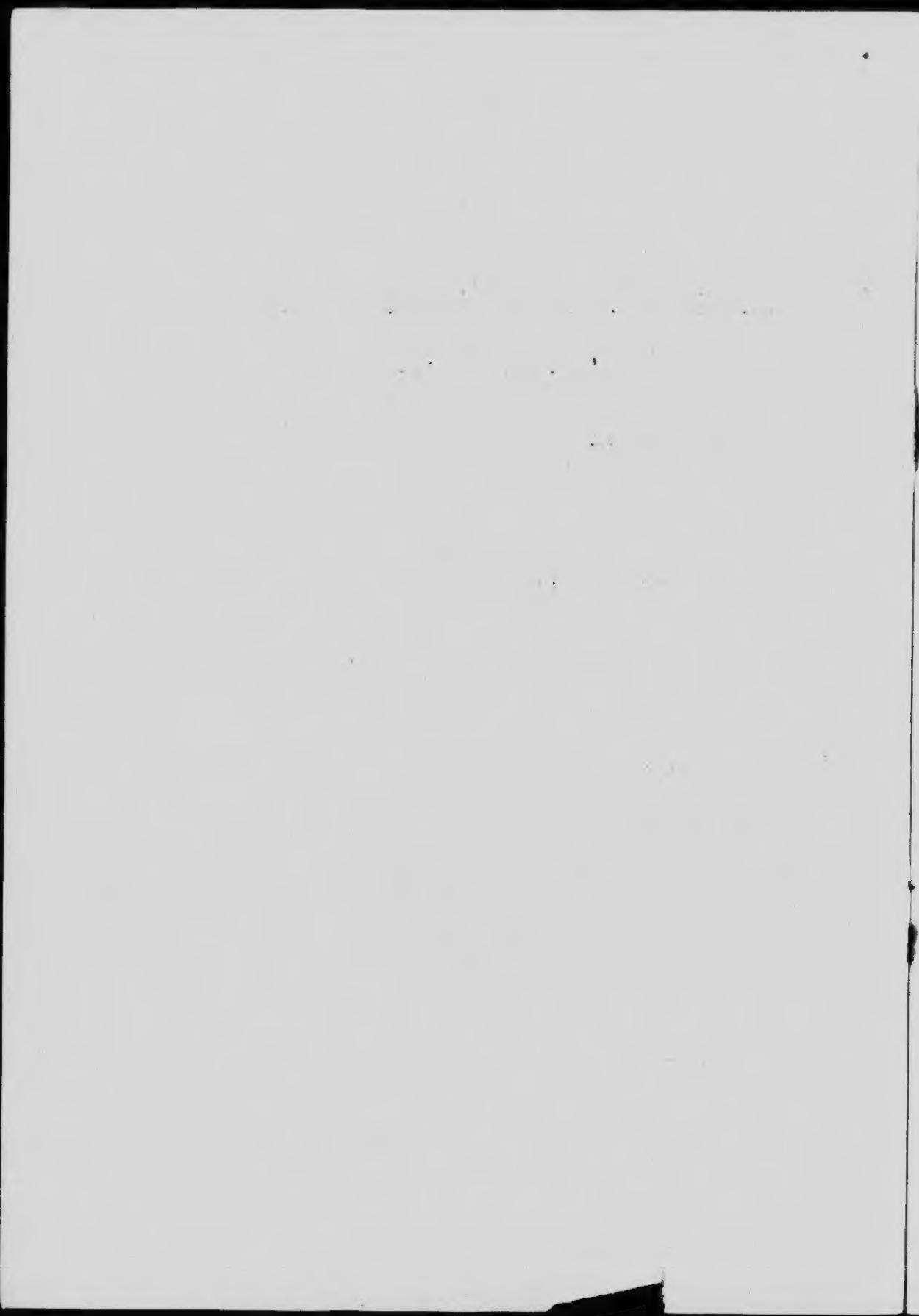
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## **BRITISH COLUMBIA AS A FIELD FOR INVESTMENT**

Much attention has been directed during recent years to the opportunities that exist in Canada, and more particularly in British Columbia, for the safe investment of capital with a higher return than can be looked for in Great Britain, coupled with the freedom from anxiety regarding increased Government taxation which finds a place in the mind of every capitalist at home. However much men may differ as to the causes, the home investor has to face the fact that, notwithstanding record figures in trade returns, nearly all first-class investments, from Consols downwards have steadily fallen in value, and that home Mortgages, once the favorite form of investment, can now be entered upon only with the greatest caution and with the need of constant watching against depreciation.

If we contrast this condition of things with that which prevails in British Columbia, we find the exact opposite. The credit of the Provincial Government has steadily improved, as has the price of all first-class Municipal, Railway and Industrial investments, and well-selected Mortgage Securities, instead of needing to be closely watched against depreciation, and being often found unrealizable in the event of default, prove on periodical re-examination to have increased in value and to command ready purchasers.

It is well to examine the causes which have contributed to this result and to the general prosperity which British Columbia enjoys to-day. They may be summarized briefly under four contributing heads:

*First*—The geographical position and vast natural wealth of the Province;

*Second*—The large expenditure on railways and other value creating and revenue producing works of public utility;

*Third*—The increase of shipping and general trade and the growth of industries;

*Fourth*.—The confidence of the investor that he will not be made the subject of unfair and unequal taxation.

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Of the enormous area of British Columbia only the South-West corner has yet been opened up. Its millions of acres of forests, of fertile wheat and orchard lands, its mines, its fisheries, and the energy and virility of its people are assets which are open to all to examine. It can support with ease a white population of forty to fifty millions, and it numbers only 380,000. Its natural resources are such that none with eyes to see can overlook them.

The development of the Province by railway construction is only just beginning. Of the three transcontinental railways which connect the East and the West, only one, the great Canadian Pacific Railway, is in operation. And no railroad yet runs north and south. Railroad construction benefits a new country from the day the first sod is turned. The construction works entail enormous expenditures in the purchase of the natural products of the country, in lumber, ties, corn, butter, hay, beef, pork, etc. The railway itself opens up lands for settlement and puts value on land that was before almost worthless, for what is the value of the finest produce in the world, or the land that grows it, if the grower can find no market? The land which a railway opens up, and the produce it has been the means of bringing into existence, feeds it in turn. It furnishes employment for thousands and sets free an overflowing stream of wealth.

The railway makes the natural wealth accessible and carries it to distributing centres, and mainly to the ports. This means the growth of shipping, of British and foreign trade. Customs receipts have doubled in two years, and the bank clearings show the same remarkable increase. In the cities new buildings are springing up on all sides. In all directions new streets are being cleared and levelled and drained. Thirty years ago the site of Vancouver was a primeval forest. What is now the busiest street of the city was the haunt of the bear. Its population to-day numbers 140,000. Who can measure its growth or predict what the next thirty years will bring?

What Liverpool is to the north-west of England; what Hamburg and Antwerp are to the north-west of Europe, so is Vancouver to the West of Canada. The roots of its prosperity are deep and far spreading, drawing wealth not only from its own industries but from the forests, the corn fields, the orchards and the mines of the great country that forms the hinter land. The completion and opening of the Panama Canal during the next two years will add yet another force to those which are driving British Columbia upwards on the path of prosperity, and will bring the trade of Europe directly to its ports. The awakening of China and the wonderful activity of Japan will

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bring the produce and the trade of the East to its gates to be distributed through the great cities of Canada and beyond. What man can fix a limit to its progress?

Is it, then, to be wondered at that capital in this great new country can be secure and can yet earn rates unthought of at home and in the older countries of Europe?

THE BRITISH NORTH AMERICAN AGENCY, LIMITED, undertakes to act as agents for the safe investment of all sums, great or small, with which it may be entrusted, and in the following pages are briefly outlined the classes of investment it is willing to undertake. On the front page is found a list of representatives in Great Britain with whom those contemplating business relations with the Agency are invited to communicate.

### ***FINANCIAL***

#### ***Mortgage Investments***

Well selected Mortgages on income-producing properties afford the most satisfactory form of security for the absent investor, provided he is locally represented and advised from time to time on the condition of the property.

Funds invested in large and small amounts on first mortgages on improved city properties in the cities of Vancouver and Victoria yield rates of interest varying from 6 to 9 per cent., and on suburban properties even higher rates can be obtained.

Those wishing to invest in this class of security are invited to do so through the British North American Agency, Ltd. The Agency acts in the interests of the investor alone and selects suitable securities according to the class of investment and rate of interest required. In all cases independent valuations by local valuers of established reputation are obtained and the titles investigated by experienced lawyers. The Agency collects and remits interest, ensures the prompt payment of insurance premiums and reports periodically to the investor as to the condition of the property on which his money is lent.

No charges are made against the investor for carrying through the mortgage, but a charge of five per cent. on the interest collected is made for management and supervision.

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### ***Agreements for Sale***

For those desiring a higher rate of interest a profitable form of investment is the purchase of Agreements for Sale. These are agreements for sale of land in respect of which the purchaser has paid at least a third of the purchase money, the balance being payable in, say, two or more instalments at intervals of six months with interest at six per cent. and upwards. In cases where the vendor does not wish to wait until the instalments are payable he sells the amounts coming to him to an investor at a discount, generally ranging between eight and twelve per cent.

Where the agreements are in respect of well placed land sold at reasonable prices in the first instance to responsible purchasers, and the title is found to be good, the purchase of these agreements yields a high and safe return.

In such cases the land which is the subject of the purchase is assigned to the investor, and in the event of the purchaser being unable, for any unforeseen cause, to pay the remaining instalments, or any of them, the investor can cancel the agreement and should be able to resell the property at a price more than sufficient to provide the return of capital and interest.

The British North American Agency, Ltd., undertakes this class of investment for its clients, and watches their interests carefully, both in the original purchase of the Agreements for Sale and the subsequent collection of the instalments. A return of fifteen per cent. and upwards may be expected from this class of investment.

The Agency makes no charge against the investor in carrying through the purchase, but a charge of five per cent. on the amount received by the investor for interest and discount is made for collection and management: that is to say, that if the investment yields fifteen per cent. the Agency remits fourteen and one-quarter per cent. to the investor and retains three-quarters per cent. for services.

### ***Management of Estates***

The Agency undertakes the management of town and country properties. It will find tenants or purchasers, collect rents, pay outgoings and remit quarterly. Reports on the condition and prospects of the property will be furnished annually.

The Agency's charge for these services is five per cent. on the amount collected or realized.

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### ***Purchase and Resale of Properties and their Subdivision***

The Agency undertakes for its clients the purchase, subdivision and re-sale of properties in and adjacent to large centres of population, and in districts likely from their geographical position to become centres of activity. In consequence of the enormous growth in the construction of railways and wagon roads, districts which a year or two back were practically inaccessible are now being rapidly opened up for settlement, and opportunities are constantly occurring for the purchase of large and small blocks of land at prices which allow of very large profits on re-sale, either as a whole or on subdivision. The Directing Staff of the Agency has had wide experience in this class of business and clients who wish for the higher profits which speculative investments of this class may be expected to yield, are invited to communicate with this Agency stating the amount they are prepared to invest, and, if they have any preference, the district in which they wish their purchase to be made.

The Agency is also prepared to act as the Representative and Local Managers of Syndicates formed for the purpose of subdivision of real estate, or for other purposes, and will, if desired, undertake the formation and incorporation of such Syndicates under the laws of British Columbia.

### ***Insurance***

Insurance business of all kinds is arranged with the best offices.

### ***Generally***

**The Agency is also prepared to act as the representative of British and European firms, either for special or general purposes.**

Full particulars and lists of investments that can be recommended are sent on application. Correspondents are invited to communicate with the Agency stating the amounts they wish to invest and the class of security and rate of interest desired.

Impartial service and consideration is given to the client of small means as to the more wealthy individual.

All visiting Vancouver for the first time are invited to call on the

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**A**LL contemplating business in or  
a visit to British Columbia, are  
invited to communicate with the  
**British North American  
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and to call on the Agency, 405  
Metropolitan Building (near the Post  
Office and C. P. R. Depot and  
wharves), Vancouver, B.C.



